

Message Text

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PAGE 01 STATE 240253

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INFO OCT-01 EUR-25 ISO-00 EB-11 SS-20 CIAE-00 INR-10

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DRAFTED BY COMM/BIC/OED/STAN HAYS/SM

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COMM/BIC/OED/JMILLER, ACT DIR., DFPD

COMM/BIC/OED/RWILBOURN

COMM/BIC/OIM/ACAYA (PHONE)

EB/OCA/BR - J. MCLAUGHLIN

EUR/NE

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P 072225Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY OSLO PRIORITY

UNCLAS STATE 240253

E.O. 11652: N/A

TAGS: BEXP, NO

SUBJECT: INCOMING TRADE MISSIONS: NORWEGIAN GROUP TO
HOUSTON OFFSHORE TECHNOLOGY CONFERENCE (OTC)

REFS: OSLO 4438 AND A-162, STATE A-6967

1. COMMERCE AGREES TO REFTEL PROPOSAL, AND BELIEVES PROGRAM
HIGHLY FEASIBLE WITH GREAT POTENTIAL. POST COMMENDED FOR
INITIATIVE AND POSITIVE THINKING.

2. CONTACTS WITH OTC ORGANIZERS ENCOURAGING FOR
CARRYING THROUGH POSTS PLANS. DOUGLAS DUCATE, COMMISSION
MGR. OTC, 6200 NO. CENTRAL EXPRESSWAY, DALLAS, TEX
75206 (TELE. 214-361-6604) PROVIDING OED/BIC WITH LIST OF
1200 OTC EXHIBITORS. COMMERCE THEN TO SEND FORM LETTER ALL
EXHIBITORS INDICATING THAT IF EXHIBITOR INTERESTED IN
ESTABLISHING BUSINESS ARRANGEMENTS IN NORWAY HE SHOULD
SEND TWO (2) PRODUCT BROCHURES WITH LETTER
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PAGE 02 STATE 240253

ADDRESSED DIRECT TO COMMERCIAL ATTACHE; AMEMBASSY (OSLO),

APO NEW YORK, N.Y. 09085. EXHIBITOR ALSO WILL BE ASKED TO PROVIDE POST WITH BUSINESS INTERESTS (I.E., AGENT/DIS-TRIBUTOR, DIRECT SALES, JOINT VENTURE, ETC.) WITH COPY LETTER TO COMMERCE. EMB FEEDBACK TO COMMERCE ON NORWEGIAN INTEREST IN PARTICULAR U.S. FIRM WILL BE PROVIDED TO U.S. FIRM THROUGH OTC OR DIRECT FROM COMMERCE WITH INFO D.O.

3. COMMERCE ALSO EXPECTS TO WORK WITH OTHER ORGANIZATIONS IN REACHING NEW-TO-EXPORT/MARKET U.S. FIRMS WHICH MAY WISH ESTABLISH BUSINESS ARRANGEMENTS IN NORWAY. THESE ARE PETROLEUM EQUIP. SUPPLIERS ASSOCIATION, HOUSTON, AND PETROLEUM EQUIPMENT INSTITUTE, TULSA. UNABLE PRESENTLY TO CONTACT DECISION MAKERS THESE ORGANIZATIONS BUT INITIAL REACTION ENCOURAGING. WILL INVESTIGATE POSSIBILITY PRE-QUALIFYING FOREIGN VISITORS WITH FCIA IN ORDER TO FACILITATE U.S.-NORWEGIAN BUSINESS NEGOTIATIONS AT HOUSTON.

4. POSTS IN OTHER COUNTRIES ENGAGED IN OFFSHORE OPERATIONS POSSIBLY WILL BE REQUESTED ALSO PROMOTE FOREIGN ATTENDANCE OTC.

5. FYI FOLLOWING COUNTRIES WILL HAVE NATIONAL SPONSORED BOOTHS AT HOUSTON ASTRO HALL OTC EXHIBITION; NORWAY, SWEDEN, FRANCE, W.GERMANY, JAPAN, CANADA, IRELAND, U.K. AND SCOTLAND. OTC WILL PROVIDE FOLLOWING FACILITIES FOR INTERNATIONAL ATTENDEES: INT'L LOUNGE, REGISTRATION, TELEX AND CURRENCY EXCHANGE. INVITATION BROCHURE FOR FOREIGN VISITORS IN FOUR LANGUAGES (ENGLISH, JAPANESE, FRENCH, SPANISH) WILL BE AVAILABLE IN 30 DAYS. KISSINGER

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